MOTIVATION

Motivation is defined as an inner state of need or desire. That state of desire creates a movement or activity towards satisfying that desire.

Types of motivation

Intrinsic motivation

Doing something because you generally like to do it.

Extrinsic motivation

Doing something because of a promise or a reward or a threat of punishment.

Concepts related to motivation

Need

It is a necessity, especially a physiological or a condition of lack or deficit of something required by the organism.

Drive

Need leads to drive, it is the second step towards achieving a goal. Drive is the state of tension or arousal produced by need.

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- Primary drive: drives that are innate such as hunger, thirst, and sex.
- Secondary drive: drives that are learned through conditioning such as working for money.

Incentives

The goal objects which satisfy he needs.

Desire

Something that is wanted, but not needed.

Instinct

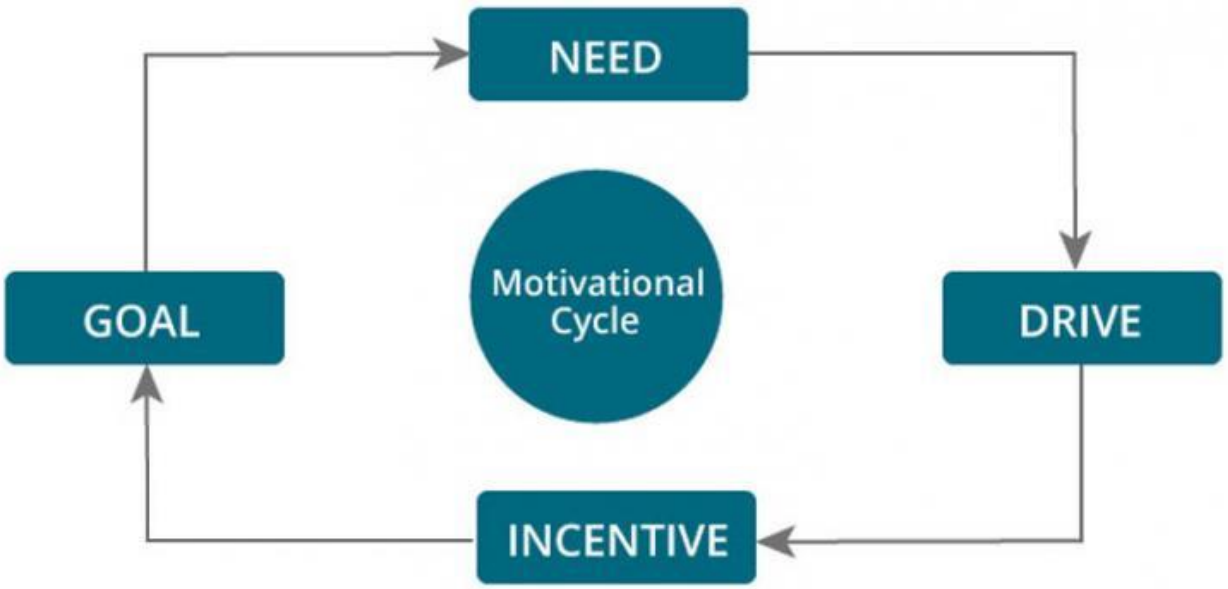
Complex, inherited behavior patterns characteristic of a species that is unlearned or innate biological force that predisposes the organism to act in a certain way.

Motivation Cycle

Motivation cycle is a transition of states within an organism that propels the organism toward the satisfaction of a particular need, where motivation itself is considered a hypothesized state. Psychologists use the concept of need to describe the motivational properties of behavior.

SHOUT
SHARE
IT

The state of motivation is further comprised of four different states, which takes place in an organism to drive him towards each action. Each action is first initiated because of a particular need. The need drives the person into taking actions. Positive results, caused due to the actions, further acts as an incentive motivating a person towards the goal. But the individual can never stop after achieving a certain goal, and this phenomenon continues on and on. This phenomenon has been termed as Motivational Cycle.



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Approaches to study motivation

a) Psychoanalytical

This theory has been explained by Sigmund Freud and deals with unconscious motivation. According to Freud the inborn tendencies called instincts influence our behavior.

- Life instincts

Life instincts are those which deal with basic survival, pleasure, and reproduction. These instincts are essential for sustaining the life of the individual as well as the continuation of the species.

- Death instincts

Thanatos which is in opposition and balance with Eros is linked to negative emotions such as fear,hate and anger.Thanatos pushes humans towards extinction which shows Life and Death Instincts are two conflicting central desires.

b) Ethological Approach

Ethology is a study of behavior based on two core principles.

- Behavior changes to achieve survival (sometimes referred to as an adaptive trait).

- Behavioral traits are inherited.

The work of Charles Darwin laid the foundation for ethology. Darwin believed biological traits could adapt (or evolve) over tie to promote survival. Ethological theories are in large part about how behavior adapts to better ensure survival and is passed down to the next generations.

One of the pioneers of instinct theories of motivation is the English- born social psychologist, William McDougall, who formed the Hormic Psychology, with 'hormic' meaning animal impulse or urge. Hormic psychology is based on determined and goal oriented behaviors tht are supposed to be motivated by instincts, which are spontaneous, persistent, variable and repetitive.

c) Humanistic approach

This theory believes in striving tendency of the individual for realizing his potentialities, especially creative ones, strengthening self- confidence and attending the ideal self. There are two important persons related to this theory – Abraham Maslow and Carl Rogers.

Maslow explained that every individual struggle to fulfill basic needs first and then followed by safety, love, esteem and finally actualization needs. Self actualization is becoming everything one is capable of becoming what he can.

Carl Roger as a humanist believes in the strength and potentialities of human beings. Every individual will strive to realize his potentialities and to grow to become a fully functioning person.

d) S – R Cognitive Approach

This approach explains human behavior as a product of the careful study and active processing and integration of information received. Cognitive motivation is said to be rooted on two basic factors. First is information available to the individual. Second is the individuals past experience.